



Appendix C

SBC - Polycom Pricelist

Videoconferencing Hardware and Related Services

PRODUCT CATEGORY	CATEGORY CODE	Discount %
<u>VIDEO</u>		
ViewStation EX, FX, VS4000 Systems and Accessories	Vid.1	54.5%
ViewStation H.323 Network Modules		
ViewStation SP,H.323, MP, DCP Options		
PVX PC Conferencing Application Software	Vid.2	26.5%
V2IU Firewall/ NAT traversal units		
ViewStation SPs and EX	Vid.3	26.5%
Large and Small VS4000 ClassStation Package		
V500, VSX 3000, 5000, 6000, 7000 & 8000 Systems	Vid.4/TR8	32.5%
Conf Room Solutions-Carts & Displays		
Solutions Packages		
iPower Systems (600, 9000, Desktop Exec.Collection)	IPWR.3	28% - 30%
VSX 8800 Executive Collection Stand & Wall Systems	PDC.8	26.5%
ViewStation & iPower Executive Collection Stand Systems		
ClassStation Systems	Tier.08	32.0%
<u>NETWORK SYSTEMS</u>		
MGC50/100	NS.1	43.0%
MGC 25	NS.2	32.5%
MGC Web Commander Professional	NS.1	43.0%
<u>ACCESSORIES</u>		
Video Accessories	ACC.1 & ACC.3	11.1% - 16%
Custom Products	ACC.99	0.0%
<u>SOFTWARE</u>		
All Software	SW.1	27.0%
<u>SUPPORT SERVICES</u>		
Installation Services	TIER.04	2.0%
Maintenance Services	TIER.04	0.0%
Classroom Training	TIER.04	5.0%